

Message Text

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14

ORIGIN NEA-12

INFO OCT-01 ISO-00 EB-11 COME-00 PA-03 USIA-15 PRS-01

CIAE-00 INR-10 NSAE-00 RSC-01 OMB-01 L-03 XMB-07

TRSE-00 AID-20 OTPE-00 FCC-03 /088 R

DRAFTED BY NEA/IRN:JHROUSE,JR.:ML

9/14/73 EXT 20574

APPROVED BY NEA/IRN - JACK C. MIKLOS

COMM/BIC/OED/MEDP - MR. JASPER (PHO

----- 101418

R 142133Z SEP 73

FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

LIMITED OFFICIAL USE STATE 183497

E.O. 11652: N/A

TAGS: ETRD, IR

SUBJECT: NATIONAL IRANIAN RADIO AND TV AM BROADCASTING

REF: TEHRAN 6480

1. DEPARTMENT APPRECIATES ACTIVE SUPPORT EMBASSY HAS GIVEN CONTINENTAL/GT AND E BID. COMPANY HAS ALSO EXPRESSED ITS APPRECIATION. WE AGREE, TOO, THAT IT WOULD BE INAPPROPRIATE TO URGE IRANIANS TO IGNORE CORRECT BID PROCEDURES WHICH WE HAVE PREVIOUSLY PRESSED THEM TO ADOPT. IT IS NOT CLEAR TO US, HOWEVER, EXTENT TO WHICH GOI HAS FOLLOWED CORRECT PROCEDURES IN PRESENT CASE. CONTINENTAL OFFICERS HERE INFORMED US THAT FRENCH CONCESSIONARY FINANCING TERMS WHICH GAVE ADVANTAGE TO FRENCH BID WERE MADE ONLY AFTER ORIGINAL BIDS HAD BEEN OPENED. IF, IN FACT, GOI ACCEPTED REVISED FRENCH OFFER IT WOULD SEEM ONLY EQUITABLE THAT FULL AND FAIR CONSIDERATION BE GIVEN TO REVISED AMERICAN OFFER AS WELL.

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2. WOULD APPRECIATE YOUR FURTHER CLARIFICATION OF PROCE-

DURE FOLLOWED IN THIS CASE AND WHETHER IN YOUR JUDGMENT US FIRMS HAVE BEEN GIVEN FAIR AND EQUAL TREATMENT. DOES PARA 2 OF REFTTEL, WHICH STATES THAT SOME RECONSIDERATION OF OFFERS MAY BE PERMISSIBLE, INDICATE FRENCH OFFER NOT YET FINALLY ACCEPTED AND CONTINENTAL/GT AND E STILL HAVE CHANCE TO OBTAIN PART OR ALL OF PROJECT?

3. IF IN YOUR JUDGEMENT PROCEDURE FOLLOWED WAS NOT EQUITABLE OR FINAL DECISION HAS NOT YET BEEN REACHED YOU ARE REQUESTED, UNLESS YOU SEE OVERRIDING OBJECTIONS, TO APPROACH GOI AGAIN AT APPROPRIATELY HIGH LEVEL IN SUPPORT OF US OFFER. IN DOING SO SUGGEST YOU REMIND IRANIANS OF POINT STRESSED PREVIOUSLY BY EXIM BANK AND OTHERS: IF GOI WISHES TO CONTINUE TO RECEIVE PRESENT HIGH LEVELS OF EXIM CREDIT FOR MILITARY PURCHASES FROM US IT IS IMPORTANT THAT ITS COMMERCIAL PURCHASES FINANCED BY BANK BE KEPT IN SOME APPROXIMATE BALANCE. IRANIAN OFFICIALS HAVE EXPRESSED UNDERSTANDING OF THIS PROBLEM BUT SO FAR HAVE NOT ACTED ON IT. WE WOULD NOT, OF COURSE, URGE THAT IRANIAN BID REQUIREMENTS BE VIOLATED, BUT WHERE DISCRETION OR FLEXIBILITY EXISTS WE WOULD HOPE THAT IMPORTANCE TO IRAN OF ACHIEVING BALANCE IN US CREDIT PURCHASES WOULD BE KEPT IN MIND AND WE WOULD EXPECT THAT AT MINIMUM OFFERS BY US FIRMS WOULD BE GIVEN FULL AND FAIR CONSIDERATION. RUSH

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Message Attributes

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Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BROADCASTING, CONTRACTS, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 14 SEP 1973
Decaption Date: 01 JAN 1960
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Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: collinp0
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
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